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TUESDAY, JULY 14, 2015

## Seagate joins forces with HP and IBM in high-performance computing push

SEAGATE HAS JOINED FORCES with HP and IBM in a bid to boost its position in the high-performance computing (HPC) market.

Ulrich Plechschmidt, EMEA managing director for cloud systems and solutions at Seagate, told *The INQUIRER* in an interview about a number of big announcements in his division coming out of this year's International Supercomputing Conference (ISCC).

Firstly, Seagate and IBM have just announced a partnership which will see IBM Spectrum Scale software combined with Seagate's ClusterStor high-performance computing (HPC) storage to deliver a new software-defined storage appliance.

Available in late 2015, the new appliance is aimed at companies ready for a high-end SDS rollout.

"Since the takeover we have really seen the ClusterStor brand take off in many HPC systems. Up to now, Seagate appliances have only been addressing the market segment which uses the Lustre file system," Plechschmidt said.

"Many commercial enterprises are using IBM Spectrum Scale so this is an important move for us."

Tomorrow at ISCC, the company will announce the extension of its long-standing partnership with HP. HP will resell Seagate's ClusterStor 1500 and 9000 appliances along with its HPC solutions.

This partnership will support HP's Apollo portfolio of products and services, which manage HPC workloads in complex computing environments.

"The Seagate brand is seen as a well-kept secret. We're known as a consumer brand but we're actually solving the big problems with big organisations," said Plechschmidt, clearly proud of his company's accomplishments in this area.

"The HP deal is a major go-to-market success. We're already doing a lot of work with HP in the oil and gas industry and now the company has decided that it wants to have ClusterStor as part of its portfolio to market worldwide."

Finally, Wednesday will see the company announce a bolstering of its own cloud solutions. The new and updated solutions in Seagate's portfolio of hybrid cloud solutions include Seagate Backup and Recovery Software, Seagate Cloud Backup and Recovery Services, Seagate Backup and Recovery Private Cloud, and Seagate Data Management Services.

Plechschmidt is keen to point out the differences between making that offer in Europe over the US.

"In the US we have 43,000 companies storing data on the Seagate cloud. But following the NSA and Edward Snowden affair, we have to be much more conscientious in Europe and offer national data storage," he said.

"As such we are working with a lot of companies in the UK, and other countries providing the hardware and arrays to allow them to offer back-up-as-a-service, archive-as-a-service, storage-as-a-service.

"So UK customers can rest assured that their data will rest with their trusted service provider in the UK. It's a completely different strategy to the one we're driving in other parts of the world."

The augmented Seagate cloud offering will be available from the end of August.

All three announcements represent a move by Seagate to show itself as more than a

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consumer storage brand, as the company's acquisitions over the past year push the company to a more holistic position in the market.


Seagate announced earlier this year that it has been working with CERN Openlab. *The INQUIRER* will be seeing that technology in action in a special report from CERN at the end of the month.

Posted by [Bhanu Sridhar](#) at 2:38 PM 



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